



# CITY OF LODI COUNCIL COMMUNICATION

**AGENDA TITLE:** Adopt Resolution Authorizing City Manager to Execute Contract Amendment for Grant-Funded Public Safety Radio Replacement Project with Delta Wireless and Network Solutions, Inc. (\$80,984.72)

**MEETING DATE:** April 21, 2010

**PREPARED BY:** Information Systems Manager

**RECOMMENDED ACTION:** Adopt resolution authorizing City Manager to execute contract amendment for grant-funded Public Safety Radio Replacement Project with Delta Wireless and Network Solutions, Inc. (80,984.72)

**BACKGROUND INFORMATION:** The Lodi City Council adopted Resolution 2009-24 accepting Federal Homeland Security grant funds in the amount of \$480,151.80 and authorized the purchase of Police and Fire radio equipment on March 4, 2009. The City subsequently issued a Request For Proposals (RFP) on July 20, 2009. On February 17, 2010 the Lodi City Council awarded the contract for replacing public safety radio equipment to Delta Wireless & Network Solutions of Stockton, under Homeland Security grant number 2008-0006, in the amount of \$362,734.18.

The original contract provides for the replacement of one Police and two Fire channels with three new UHF digital transmitters, and for the upgrading of the telecommunication lines between Fire stations that connect the repeaters to the main transmitters. As part of the project, a fourth repeater ("voter") site is also being added so that there will be radio coverage for emergency units in the southwest quadrant of the city.

Adding the fourth voter site for complete radio coverage and the switch to fiber optic connections between sites requires the purchase of additional equipment and the labor to install it. This need was identified subsequent to the contract being awarded.

Item	Quantity	cost
Outdoor voter enclosure	1	\$ 5,132.16
HP ProCurve Switch 5406zl Intelligent Edge – Switch; J8697A	1	\$ 1,808.82
HP ProCurve 5400zl 20p 10/100/1000 + 4p Mini-GBIC; J8705A	2	\$ 5,483.72
HP ProCurve 875W Power Supply AC100-127/200-240; J8712A	2	\$ 1,250.88
HP ProCurve Switch 2910al-24G 10/100/1000; J9145A-ABA	4	\$ 8,103.64
HP ProCurve Gigabit-LX-LC Mini-GBIC Modules; J4859C	20	\$13,712.40
SC/LC Single Mode Duplex Fiber Optic Patch Cable. 2m	20	\$ 324.40
RAD TDMoIP Gateway	1	\$ 2,376.00

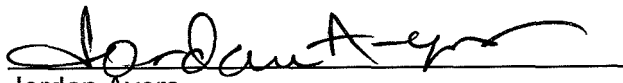
APPROVED:   
Blair King, City Manager

TDM pseudowire access gateway	4	\$ 4,356.00
Misc Hardware	1	\$ 500.50
25-foot voter antenna mast	1	\$ 8,200.00
Shipping, handling and taxes		\$ 5,254.70
Installation and configuration labor		\$24,481.50
<b>Total</b>		<b>\$80,984.72</b>

Staff is requesting authority to amend the original contract with Delta Wireless to facilitate purchasing the items listed above. Staff has consulted with San Joaquin County regarding the additional equipment and has been advised that the additions are allowable under the grant. With this change order, the total project costs are \$443,718.90.

**FISCAL IMPACT:** Saves the City the cost of purchasing and installing this equipment. The additional equipment is necessary for a fully functioning system. Grant funds allow the City to complete the project without using City funds.

**FUNDING:** Federal Homeland Security Grant \$80,984.72

  
Jordan Ayers  
Deputy City Manager/Internal Services Director

Prepared by: Steve Mann, Information Systems Manager

**Delta Wireless Inc.**

1700 W Fremont St.  
Stockton, Ca 95203  
209-948-9611 fax 209-948-0103  
Calif. contractors lic# 748224

Project Number **MO04081006R1**

## SALES QUOTE

**Customer**

Name	City of Lodi	Contact	Mark White
Address		Phone	209-333-2664
City	Lodi	Fax	
State	Ca	Email	<a href="mailto:mwhite@lodi.gov">mwhite@lodi.gov</a>
Zip		Project	Public Safety Radios Replacement

**Dates**

Quote Issued 03/29/2010  
Customer P.O.

**Product/Service Name**

Product/Service Name	Quantity	Price	TOTAL
Outdoor voting enclosure	1	\$5,132.16	\$5,132.16
HP ProCurve Switch 5406zl Intelligent Edge - Switch	1	\$1,808.82	\$1,808.82
HP ProCurve 5400zl 20p 10/100/1000 + 4p Mini-GBIC	2	\$2,741.86	\$5,483.72
HP ProCurve zl 875W Power Supply AC100-127/200-240	2	\$625.44	\$1,250.88
HP ProCurve Switch 2910al-24G 10/100/1000	4	\$2,025.91	\$8,103.64
HP ProCurve Gigabit-LX-LC Mini-GBIC Modules	20	\$685.62	\$13,712.40
SC/LC Single Mode Duplex Fiber Optic Patch Cable, 2m	20	\$16.22	\$324.40
RAD TDMoIP Gateway	1	\$2,376.00	\$2,376.00
TDM pseudowire access gateway	4	\$1,089.00	\$4,356.00
Misc Hardware	1	\$500.50	\$500.50
25 foot voter antenna mast	1	\$8,200.00	\$8,200.00

**Subtotal Page 1** \$51,248.52

**Subtotal Page 2**

**Subtotal Page 3**

**Freight** \$708.46

**Subtotal** \$51,956.98

**Tax** \$4,546.24

**Non Tax Labor** \$24,481.50

**Non Tax Freight**

**Fuel Surcharge**

**Optional 1st year labor warranty**

**TOTAL** \$80,984.72

**SCOPE OF WORK:**

Delta Wireless will install and configure 4 ea. HP Layer 3 switches to connect to existing customer supplied single mode fiber in a redundant ring topology. Customer guarantees fiber integrity and will supply test results for each of the fiber links assigned. This will be in an East-West configuration, utilizing fiber connections between sites in a total ring configuration, with layer 3 routing at each site, provided the fiber is available and tested. IP addressing to be supplied/approved by the customer for each site and interconnection between sites. Delta will install and configure the RAD equipment to interface to the switches to provide a pseudo T1 connection to the Adtran T1 multiplexers on each site. Delta Wireless and our subcontractor will provide and install the antenna mast at the 4th voting receiver site. Customer to provide 220 VAC and an electrician to connect the 220V to the cabinet.

**Sales/Offered By:** Mitch Okafuji

**Title:** Senior System Engineer

**Phone Number:** 209-948-9611

Engineered By (Initials) mo

**THIS QUOTE REPRESENTS AN ENGINEERED SOLUTION AND IS PROPRIETARY AND CONFIDENTIAL**

Quote valid for thirty (30) days after receipt



**Delta Wireless Inc.**  
1700 W. Fremont St.  
Stockton, Ca 95203  
209-948-9611 fax 209-948-0103  
Calif. contractors lic# 748224

Project Number **MO04081006R1**

## Terms and Conditions

### Customer

Name	City of Lodi	Contact	Mark White
Address		Phone	209-333-2664
City	Lodi	Fax	
State	Ca	Email	mwhite@lodi.gov
Zip		Project	Public Safety Radios Replacement

### Dates

Quote Issued	03/29/2010
Customer P.O.	

### TERMS AND CONDITIONS

- 1) Installation contract:** This quote is based upon detailed information provided to Delta Wireless and Surveillance Solutions by the quoted customer. Signing this quote formally constitutes a signed contract for products and services between Delta Wireless and Surveillance solutions and customer.
- 2) Adds, moves and changes** to the scope of work described within this quote must result in a written change order signed by both parties, prior to the re-ordering or reconfiguration of any product or service provided on this quote.
- 3) Remobilization** charges (depending on distance) will be added to this quote if the vehicle and/or site are not available at the time and place, or is not in the condition or configuration described by the customer.
- 4) Used equipment** will be installed at the customer's own risk. Appearance and performance will not be improved by installation. Customers have the responsibility to inform Delta of equipment deficiencies prior to installation. Delta will be glad to provide a quote for the repair and/or replacement of any equipment.
- 5) Work stoppage:** Installations will begin only after all equipment to be installed is physically on hand and ready for installation. "Work stoppage" will begin if the customer requests "Adds, moves or changes" to this quotation. If a customer initiated "change order" results, a minimum of one hour will be charged and/or travel time assessed for the remobilization of labor on the project.
- 6) Restocking and freight:** A 25 % restocking fee will be added to the change order for any product returned by Delta, on the customer's behalf. If the equipment has already been installed and the product cannot be returned to the manufacturer, the customer must pay in full. Additional freight charges, if required will be added to the change order.
- 7) Payment for equipment due upon receipt of equipment.**
- 8) Labor payment due upon completion of contract.**
- 9) Labor warranty 30 days.**
- 10) Optional 1st year labor warranty when purchased will cover the pick-up and delivery of portables, triage of mobile, base and repeater radios and video equipment during normal business hours. Physical damage, abuse, accidents or acts of God will not be covered. No shipping charges for equipment returned to the manufacturer for repair will be covered.**
- 11) Equipment warranty: Manufactures warranty applies. All labor to trouble shoot, program, freight charges to the manufacture, and reinstallation of equipment will not be included.**
- 12) Non-Solicitation:** Customer shall not, during the term of this Agreement and for a period of two (2) years immediately following the termination of the contract, or any extension hereof, for any reason, either directly or indirectly: (a) call on, solicit, induce, recruit, or encourage any of Delta Wireless employees to leave their employment or terminate their contracts or take away such employees (b) attempt to solicit, induce, recruit, encourage or take away employees for the customer or any other person or entity; (c) call on solicit, induce, recruit or encourage any of the customers to terminate their relationships with Delta Wireless or take away such customers or (d) attempt to solicit, induce, recruit, encourage or take customer of Delta Wireless for the Customer or any other person or entity.

**CUSTOMER SIGNATURE CONSTITUTES AGREEMENT WITH DELTA WIRELESS AND NETWORK SOLUTIONS TERMS AND CONDITIONS**

QUOTE AND TERMS ACCEPTED BY:

Date:

*Quote valid for thirty (30) days after receipt*



**Delta Wireless Inc.**  
1700 W. Fremont St.  
Stockton, Ca 95203  
209-948-9611 fax 209-948-0103  
Calif. contractors lic# 748224

**Project Number**

## Change Order Form

### Customer

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City Lodi  
State Ca  
Zip \_\_\_\_\_

Contact Mark White  
Phone 209-333-2664  
Fax \_\_\_\_\_  
Email mwhite@lodi.gov  
Project Public Safety Radios Replacement

### Dates

Change Issued \_\_\_\_\_  
Customer P.O. 03/29/2010

Product/Service Name	Quantity	Price	TOTAL
<b>Scope of Change:</b> <div></div>		<b>Subtotal</b>	
		<b>Freight (Ground)</b>	
		<b>Subtotal</b>	
		<b>Tax</b>	
		<b>Non Tax Labor</b>	
		<b>Optional 1st year labor warranty</b>	
		<b>TOTAL</b>	

**Sales/Offered By:** \_\_\_\_\_  
**Title:** \_\_\_\_\_  
**Phone Number:** \_\_\_\_\_  
Engineered By (Initials) \_\_\_\_\_

**THIS CHANGE REPRESENTS AN ENGINEERED SOLUTION AND IS PROPRIETARY AND CONFIDENTIAL**

**25% RESTOCKING FEE**

Change accepted by: \_\_\_\_\_ Date: \_\_\_\_\_

*Quote valid for thirty (30) days after receipt.*

RESOLUTION NO. 2010-49

A RESOLUTION OF THE LODI CITY COUNCIL AUTHORIZING  
THE CITY MANAGER TO EXECUTE CONTRACT AMENDMENT FOR  
THE PUBLIC SAFETY RADIO REPLACEMENT PROJECT TO INCLUDE  
THE PURCHASE AND INSTALLATION OF ADDITIONAL  
COMPONENTS

=====

WHEREAS, the City of Lodi received Federal Homeland Security grant funds in the amount of \$480,151.80 for the purchase of new Police and Fire radio equipment; and

WHEREAS, the City issued a Request for Proposals on July 20, 2009, and awarded the contract to Delta Wireless & Network Solutions, of Stockton, on February 17, 2010, in the amount of \$362,734.18; and

WHEREAS, the original contract provided for the replacement of one Police and two Fire channels with three new UHF digital transmitters and for the upgrading of the telecommunication lines between Fire stations that connect the repeaters to the main transmitters; and

WHEREAS, a fourth repeater ("voter") site is being added in order to provide radio coverage for emergency units in the southwest quadrant of the city; and

WHEREAS, adding the fourth voter site for complete coverage and the switch to fiber optic connections between sites requires the purchase of the following equipment and installation costs:

Item	Quantity	cost
Outdoor voter enclosure	1	\$ 5,132.16
HP ProCurve Switch 5406zl Intelligent Edge – Switch; J8697A	1	\$ 1,808.82
HP ProCurve 5400zl 20p 10/100/1000 + 48 Mini-GBIC; J8705A	2	\$ 5,483.72
HP ProCurve zl 875W Power Supply AC100-127/200-240; J8712A	2	\$ 1,250.88
HP ProCurve Switch 2910al-24G 10/100/1000; J9145A-ABA	4	\$ 8,103.64
HP ProCurve Gigabit-LX-LC Mini-GBIC Modules; J4859C	20	\$13,712.40
SC/LC Single Mode Duplex Fiber Optic Patch Cable, 2m	20	\$ 324.40
RAD TDMoIP Gateway	1	\$ 2,376.00
TDM pseudowire access gateway	4	\$ 4,356.00
Misc Hardware	1	\$ 500.50
25-foot voter antenna mast	1	\$ 8,200.00
Shipping, handling and taxes		\$ 5,254.70
Installation and configuration labor		\$ 24,481.50
<b>TOTAL</b>		<b>\$80,984.72</b>

WHEREAS, staff recommends amending the original contract with Delta Wireless & Network Solutions to include the purchase and installation of additional components as outlined above to make the new radio system completely functional.

NOW, THEREFORE, BE IT RESOLVED that the Lodi City Council does hereby authorize the City Manager to execute a contract amendment for the Public Safety Radio Replacement Project with Delta Wireless and Network Solutions to include the purchase and installation of additional components identified by the vendor as being necessary to make the new radio system completely functional, as shown on the chart above.

Date: April 21, 2010

=====

I hereby certify that Resolution No. 2010-49 was passed and adopted by the Lodi City Council in a regular meeting held April 21, 2010, by the following vote:

AYES: COUNCIL MEMBERS – Johnson, Mounce, and Mayor Katzakian

NOES: COUNCIL MEMBERS – None

ABSENT: COUNCIL MEMBERS – Hansen and Hitchcock

ABSTAIN: COUNCIL MEMBERS – None

A handwritten signature in black ink, appearing to read 'Randi JoHL', with a stylized flourish extending to the right.

RANDI JOHL  
City Clerk